

PEO
STRI

TRAINING & SIMULATION

INDUSTRY SYMPOSIUM



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LVC Integrated Training Services

HISTORICAL PROGRESSION

PM Field OPS



1993 to 1998 ✓

Worked This 1998 to 2004 ✓

DoD Environment in 2005 ✓

MILES

CTC's

GMT

CCTT

BMTA/AT

CCMSS

INTEL
PDSS

FAMSIM
PDSS

TRADOC
OPS

ADFAC

LIVE Training

Virtual Training

Constructive Training

ACT

TEAMWORK ADDED CAPABILITY

- Demonstrated Ability to Support Across Domains
 - BN Exeval
 - Ranges
- Demonstrated Unity & Teamwork @ Ft Hood & Ft Bragg
- VT/ACT USAREUR Support
- Homeland Defense

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FUTURE NEEDS:

Known:

- More Integration
 - L/V/C
 - Legacy OF
 - Institution CTC
- Joint
- Privatization
- Homeland Security
 - RC
 - Other Agencies
 - State and Local

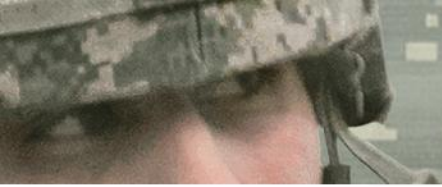
Unclear:

- Embedded
- Emerging Technologies
- FCS
- Digital

Consolidation & Competition
Saved \$\$

Strength
Through Unity

Objective was to
Build on Past Successes



Warfighter FOCUS

BUSINESS OBJECTIVES USED TO DEVELOP THE WARFIGHTER FOCUS ACQUISITION STRATEGY

Business Objectives for Training Services in 2004



1. Customer Focus

2. Integrated Delivery of Support

3. One Face to the Field (at all levels)

4. Life Cycle Management / Obsolescence

5. Maximize Economics & Cost Efficiencies

6. Incentivize & Motivate Contractor Performance

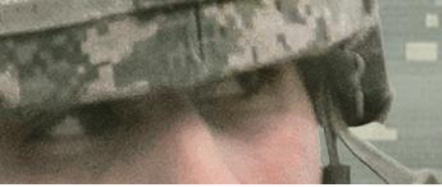
7. Minimize Cost Risk

8. Maintain Sufficient Contractor Industrial Base

9. Contract Vehicle(s) that are Simple to Execute

10. Execute the Correct Number & Structure of Contracts

**Improved Integrated
Operations**

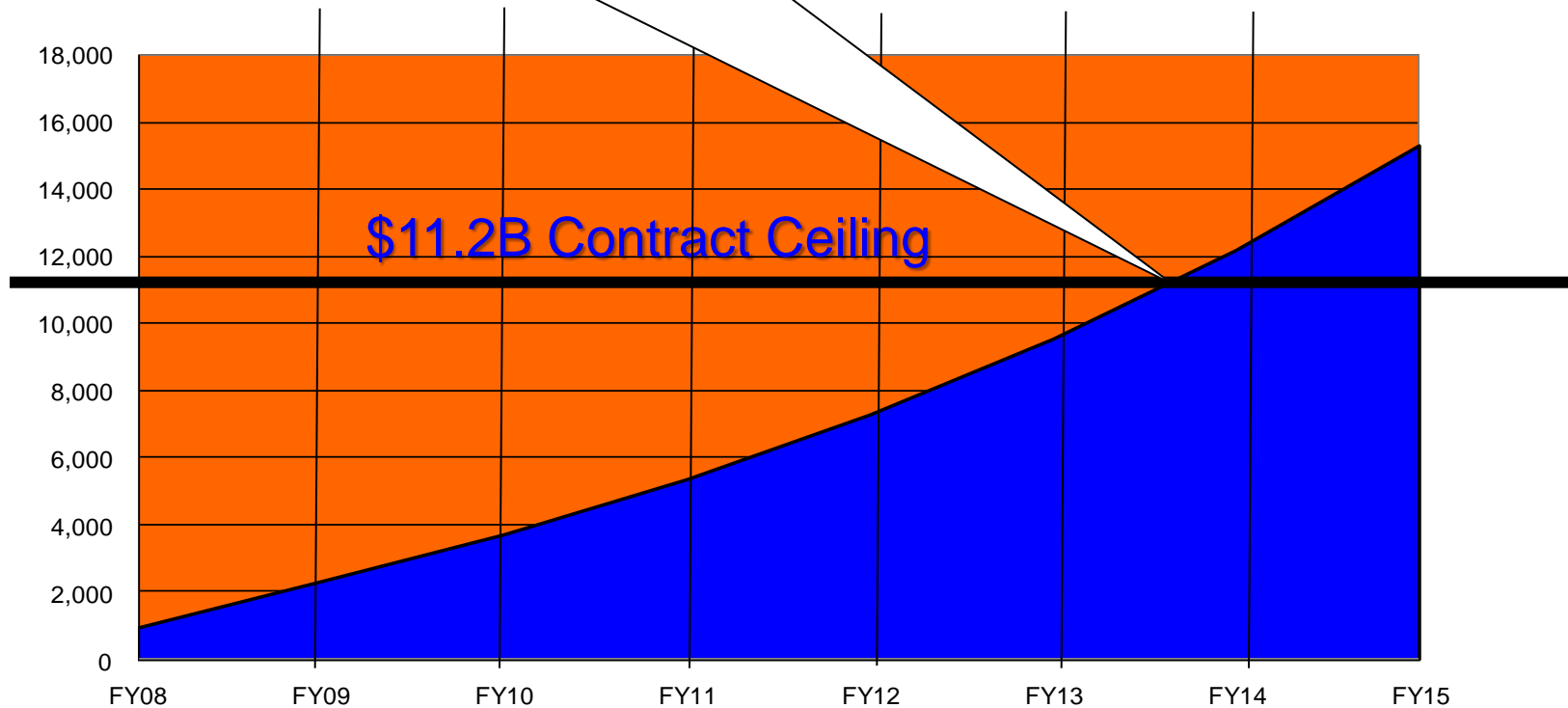


Warfighter FOCUS PROJECTING WHEN WE HIT THE CEILING

PM Field OPS WFF Projected Ceiling Metrics



Current trends/projections put us over the
\$11.2B Ceiling in 3QTR FY14



The Environment Today



- Pendulum has swung from out-sourcing to in-sourcing
- Services contracts receiving high-level of scrutiny from Congressional committees and commissions
- Department of Defense
 - Competition/Competition/Competition
 - Multiple award IDIQs
 - Five years or less

Path Forward in 2010/2011



- **Government develops business objectives and shares with industry**
- **Government conducts market research**
- **Industry develops white papers for the Government with recommendations and supporting rationale**
 - **Number of contracts?**
 - **Type of contract(s)?**
 - **Term of contract(s)?**
 - **Small business participation level?**
- **Government develops business case and acquisition strategy for future training services contract(s)**

Summary



- Historical progression from many contracts to consolidated contract improved integrated training services
- Business objectives developed in 2004 achieved under Warfighter FOCUS
- Pendulum swung from out-sourcing to in-sourcing over the past few years
- May swing back in a few years....
- Starting development of business objectives leading to market research on how PEO STRI will contract for training services in the future



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